

Message Text

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16

ACTION EUR-12

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----- 013469

P R 110610Z JUL 75
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 5096
AMEMBASSY COPENHAGEN
AMCONGEN FRANKFURT
AMEMBASSY HELSINKI
AMEMBASSY OSLO

UNCLAS STOCKHOLM 3325

FOR BIC/OIM:CAYA/PETER

E.O. 11652: N/A

TAGS: BEXP, SW

SUBJECT: PROCUREMENT ELECTRONIC COMPONENTS SHOW. STATES REPORT
AS OF COB JULY 10.

A. THE FOLLOWING LEADS CONTACTED HAVE DECLINED: 1) KOMPONENT-BOLAGET NAXAB. 2) AD AURIEMA, INC. 3) AB KINO KALLMAN. 4) AB ELEKTROUTENSILIER. 5) AB GALCO. 6) AB TRACO. 7) COMBINENT AB. 8) SCANDIA METRIC AB. 9) SCHLUMBERGER AB. 10) FERTRONIC. 11) MOTOROLA SEMICONDUCTOR AB. 12) AMERIKANSKA TELEPRODUKTER AB. 13) AB NORDQVIST & BERG. 14) TEXAS INSTRUMENTS. 15) CUTTLER HAMMER SVENSKA AB. 16) ITT KOMPONENT. 17) INTERELKO AB (SPRAGUE). 18) BOURNS AB. 19) VARIAN. 20) C.P. CLARE. 21) EAI ELECTRONIC ASSOCIATES. 22) LKB-BECKMAN INSTRUMENTS AB 23) BERG ELECTRONICS N.V. 24) NATIONAL SEMICONDUCTOR. 25) SCANCOPTER.

B. THE FOLLOWING CONTACTED LEADS HAVE REACTED RATHER NEGATIVELY, BUT FINAL DECISION STILL PENDING: 1) ING. FIRMAN ABIKO AB; 2) TECHTRON SWEDEN AB; 3) ING. FIRMA GUNNAR PETTERSSON; 4) BURNDY SVENSKA AB;

C. THE FOLLOWING COMPANIES HAVE EXPRESSED INTEREST FOR POSSIBLE SIGNING UP BY STC. DECISION PENDING SUPPORT BY PRINCIPAL(S) WHICH
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OIM HAS BEEN ASKED TO ENCOURAGE AND REPORT: 1) AB ELEKTROFLEX -

FOR 3 PRINCIPALS (STC CABLE 3094); 2) ALBATROSS TELEINDUSTRI -
FOR 2 PRINCIPALS (STC CABLE 3163); 3) TELEINSTRUMENT AB - FOR
4 OR 5 PRINCIPALS (STC CABLE 3163); 4) RAYTHEON (BANTRONIC
SVENSKA AB) FOR SIGNING UP BY OIM OR STC WITH EUROPEAN OFFICE
MUNICH, W. GERMANY (STC CABLE 3227); 5) OKAB - ROEDERSTEIN AB
FOR 4 PRINCIPALS (STC CABLE 3286); 6) PROREG PROCESS REGULATORS
(STC CABLE 3299).

D. THE FOLLOWING COMPANIES HAVE EXPRESSED INTEREST FOR POSSIBLE
SIGNING UP AT STC. DECISION PENDING RESULTS OF CONTACTS THEY HAVE
TAKEN THEMSELVES WITH US PRINCIPALS (STC HAS NOT BEEN ABLE IN-
VOLVE OIM FOR THESE CONTACTS): 1) FARAD ELECTRONICS - FOR 1
PRINCIPAL; 2) AB BROMANCO - FOR 5 PRINCIPALS. PROMISED DECISION
BY JULY 15. COMPOSITION OF PRINCIPALS MAY DIFFER FROM LISTING
STC CABLE 2869; 3) ROBERT E.O. OLSSON - FOR SEVERAL PRINCIPALS.
DECISION AFTER JULY 5? 4) SAVEN AB - FOR 3 OR 4 PRINCIPALS;
5) ASSOCIATED INDUSTRIES SVENSKA AB.

E. CONTACTS HAVE BEEN ESTABLISHED WITH THE FOLLOWING LEADS. STC
AWAITING DECISION OR RETURN OF DECISION MAKER. DATE OF EXPECTED
DECISION OR RETURN WITHIN PARENTHESIS: 1) AB ABEMI (JULY 28);
2) T:HS ELEKTRONIK - FOR SEVERAL NEW AGENCIES (JULY 14); 3) AJGERS
ELEKTRONIK AB (JULY 14); 4) ELEKTROHOLM - MULTI-ACCOUNT (JULY 18);
5) NORDISK ELEKTRONIK (JULY 15); 6) ELFA RADIO-MULTI-ACCOUNT
(JULY 18); 7) AB GOSTA BACKSTROM (JULY 14); 8) LITTON (JULY 21);
9) M. STENHARDT AB (AUGUST 1); 10) SVENSKA TELEINDSTRI AB
(JULY 18); 11) AMP SCANDINAVIA AB (JULY 21); 12) INTERNATIONAL
GENERAL ELECTRIC AB (JULY 18).

F. FOLLOWING LEADS HAVE BEEN REFERRED TO OIM FOR ACTION: 1) AB E.
WESTBERG FOR ANSLEY ELECTRONIC (STC CABLE 3072); 2) MARTINSON &
NORDQVIST AB FOR TEC. INC. (STC CABLE JULY 9).

G. STC VERBALS: 1) JOHAN LAGERKRANTZ AB - MULTIACCOUNT.
COMPOSITION PRINCIPALS NOT DETERMINED; 2) GYLLING TELEDATA AB
FOR A) SOLID STATE, INC., BLOOMFIELD, N.J. NON-ESTABLISHED;
B) GORDOS CORP. BOLOOMFIELD, N.J. NON-ESTABLISHED; C) C & K
COMPONENTS, INC., WATERTOWN, MASS., ESTABLISHED; D) VIKING
INDUSTRIES, INC, CHATWORTH, CALIF. NON-ESTABLISHED: 3) INTEGRERAD
ELECTRONIC AB FOR THE COMPANIES LISTED OUR 2891 PLUS NATIONAL
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ELECTRONICS, DIV. VARIAN AND SOLITRON DEVICES. INC., TAPPAN,
N.Y. ALL NON-ESTABLISHED EXCEPT SOLITRON AND GERMANIUM; 4) L.I.F.
PRODUKTER AB FOR PRINCIPALS LISTED OUR CABLE 3224; 5) BITA
ELEKTRONIK SVENSKA AB. OUR CABLE 3227.

H. PA AND CHECK RECEIVED FROM RCA INTERNATIONAL.
STRAUSZ-HUPE

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